



BASICS OF CREDIT - FROM APPLICATIONS TO COLLECTIONS

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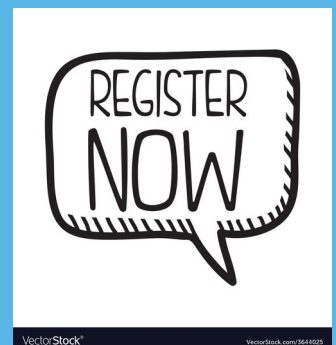


Plant, Cultivate, & Harvest Great Customers

- ~ The role of credit within the company
- ~ Establishing the New Customer (to include Credit Applications)
 - ~ Maintaining your customer accounts and goodwill
 - ~ Utilizing all the tools in your "Credit Tool Box"
 - ~ How to detect a distressed customer
 - ~ When it is time to bring out the big guns
- ~ How to determine the best action to recover past due balances

NOVEMBER 20, 2019
HAJOCA CORP - PLUMBING WAREHOUSE
10705 RIEGER RD.
BATON ROUGE, LA

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